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1 THE UNITED STATES SECURITIES AND EXCHANGE COMMISSION	4 ADDEADANGES (SONT.)
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3 In the Matter of:	3 On behalf of the Witness:
,	4 ZACHARY J. ZILIAK, ESQ.
4) File No. C-08400-A	5 STEVEN BYLINA, ESQ.
5 CATALYST HEDGED FUTURES)	
6 STRATEGY FUND)	6 Ziliak Law, LLC
7	7 141 West Jackson Boulevard, Suite 4048
8 WITNESS: Edward S. Walczak	8 Chicago, IL 60604
9 PAGES: 326 through 767	9
10 PLACE: Securities and Exchange Commission	10
11 175 West Jackson Boulevard,	11
12 Chicago, Illinois	12
13 DATE: Wednesday, April 4, 2018	13
14	14
15 The above entitled matter came on for hearing,	15
16 pursuant to notice, at 8:31 a.m.	16
17	17
18	18
	19
19	20
20	21
21	
22	22
23	23
24 Diversified Reporting Services, Inc.	24
25 (202) 467-9200	25
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1 DAVID BENSON ESO	5
5 DAVID BENSON, ESQ. 6 TERRY MORAN SSE	5 6 SEC EXHIBITS
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6 TERRY MORAN, SSE 7 JEFFREY SHANK, ESQ. 8 Securities and Exchange Commission 9 Division of Enforcement 10 175 W. Jackson, Suite 1450	6 SEC EXHIBITS 7 EXHIBITS: DESCRIPTION IDENTIFIED 8 22 E-mail chain 696 9 25 Prin. Invest. Strat. 703 10 32 12-9-16 e-mail 529
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6 TERRY MORAN, SSE 7 JEFFREY SHANK, ESQ. 8 Securities and Exchange Commission 9 Division of Enforcement 10 175 W. Jackson, Suite 1450 11 Chicago, IL 60604 12 13 On behalf of the Commodity Futures Trading 14 Commission: 15 SAM WASSERMAN, ESQ. 16 MICHAEL CAZAKOFF (via telephone) 17 Commodity Futures Trading Commission 18 140 Broadway 19 New York, NY 10005	6 SEC EXHIBITS 7 EXHIBITS: DESCRIPTION IDENTIFIED 8 22 E-mail chain 696 9 25 Prin. Invest. Strat. 703 10 32 12-9-16 e-mail 529 11 34 3-15-17 e-mail 414 12 39 12-9-16 e-mail 543 13 40 E-mail 548 14 44 Risk Report 547 15 46 12-10-16 e-mail 583 16 48 Risk Report 12-12-16 587 17 49 Risk Report 12-13-16 593 18 50 Risk Report 12-14-16 594 19 54 1-30-17 e-mail 599
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 TERRY MORAN, SSE JEFFREY SHANK, ESQ. Securities and Exchange Commission Division of Enforcement 175 W. Jackson, Suite 1450 Chicago, IL 60604 On behalf of the Commodity Futures Trading Commission: SAM WASSERMAN, ESQ. MICHAEL CAZAKOFF (via telephone) Commodity Futures Trading Commission 140 Broadway New York, NY 10005 20 21 	6 SEC EXHIBITS 7 EXHIBITS: DESCRIPTION IDENTIFIED 8 22 E-mail chain 696 9 25 Prin. Invest. Strat. 703 10 32 12-9-16 e-mail 529 11 34 3-15-17 e-mail 414 12 39 12-9-16 e-mail 543 13 40 E-mail 548 14 44 Risk Report 547 15 46 12-10-16 e-mail 583 16 48 Risk Report 12-12-16 587 17 49 Risk Report 12-13-16 593 18 50 Risk Report 12-14-16 594 19 54 1-30-17 e-mail 599 20 66 2-15-17 e-mail 680 21 67 Commentary, rough 683
6 TERRY MORAN, SSE 7 JEFFREY SHANK, ESQ. 8 Securities and Exchange Commission 9 Division of Enforcement 10 175 W. Jackson, Suite 1450 11 Chicago, IL 60604 12 13 On behalf of the Commodity Futures Trading 14 Commission: 15 SAM WASSERMAN, ESQ. 16 MICHAEL CAZAKOFF (via telephone) 17 Commodity Futures Trading Commission 18 140 Broadway 19 New York, NY 10005 20 21 22	6 SEC EXHIBITS 7 EXHIBITS: DESCRIPTION IDENTIFIED 8 22 E-mail chain 696 9 25 Prin. Invest. Strat. 703 10 32 12-9-16 e-mail 529 11 34 3-15-17 e-mail 414 12 39 12-9-16 e-mail 543 13 40 E-mail 548 14 44 Risk Report 547 15 46 12-10-16 e-mail 583 16 48 Risk Report 12-12-16 587 17 49 Risk Report 12-13-16 593 18 50 Risk Report 12-14-16 594 19 54 1-30-17 e-mail 599 20 66 2-15-17 e-mail 680 21 67 Commentary, rough 683 22 70 Commentary 685
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1	CONTENTS (CONT.)	. ago ooo	1	PROCEEDINGS
2		,		2	MR. SCHMIDT: So we are back on the
3	SEC EXHIBITS				record 8:31 a.m. on April 4th.
	EXHIBITS: DESCRIPTION	IDEN	ΓIFIED	l .	Whereupon,
	116 8-5-16 e-mail	449		5	EDWARD S. WALCZAK
	117 7-22-16 e-mail	446			was recalled as a witness and, having previously
	126 E-mail	717			first duly sworn, was examined and testified
	142 10-30-14 e-mail	343		l .	further as follows:
	143 11-16-14 e-mail	367		9	EXAMINATION
	144 3-16-16 e-mail	392		10	BY MR. SCHMIDT:
	146 6-29-16 e-mail	444		11	Q Good morning, Mr. Walczak.
	152 Wayback Machine	492		12	A Good morning.
	153 Presentation	514		13	MR. SCHMIDT: Good morning, Counsel.
	154 Slip Sheet	515		14	MR. ZILIAK: Good morning.
	155 3-23-16 email	689		15	BY MR. SCHMIDT:
16				16	Q For the record, between the breaks
17				_	that
18					we've had and the testimony from yesterday to
19				l .	today, you haven't had any substantive
20					discussions with staff of the SEC or the CFTC;
21					is that correct?
22				22	A That's correct.
23				23	Q Okay. And I mentioned before we went
24					on record, you have SEC Exhibit 1, CFTC Exhibit
25				l .	1, and a copy of the SEC's formal order in front
-					· · · · · · · · · · · · · · · · · · ·
			Page 331		Page 333
1	CONTENTS (CONT.)	Page 331	1	Page 333 of you, right?
1 2	CONTENTS (CONT.)	Page 331		of you, right?
1 2 3	C O N T E N T S (CONT.)	Page 331	1 2 3	of you, right? A Yes, I do.
2 3	CFTC EXHIBITS	,		2	of you, right? A Yes, I do. Q Okay. Any questions about those
2 3	CFTC EXHIBITS EXHIBITS: DESCRIPTION	,	Page 331	2	of you, right? A Yes, I do. Q Okay. Any questions about those
2 3 4	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices	IDEN		2 3 4	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No.
2 3 4 5 6	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices	IDEN ⁷ 603		2 3 4 5 6	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all
2 3 4 5 6 7	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices	IDEN7 603 603		2 3 4 5 6	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No.
2 3 4 5 6 7 8	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail	IDEN7 603 603 605		2 3 4 5 6 7	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right?
2 3 4 5 6 7 8	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail	IDENT 603 603 605 605		2 3 4 5 6 7 8 9	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum.
2 3 4 5 6 7 8 9	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail 5B Spreadsheet	IDENT 603 603 605 605 610		2 3 4 5 6 7 8 9	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum. Q Okay. So what I want to start talking
2 3 4 5 6 7 8 9	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail 5B Spreadsheet 6A 2-9-17 e-mail	IDENT 603 603 605 605 610 610		2 3 4 5 6 7 8 9	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum. Q Okay. So what I want to start talking about this morning is the concept of a soft
2 3 4 5 6 7 8 9 10	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail 5B Spreadsheet 6A 2-9-17 e-mail 6B Confirm	IDENT 603 603 605 605 610 610		2 3 4 5 6 7 8 9 10 11 12	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum. Q Okay. So what I want to start talking about this morning is the concept of a soft close. Okay? So this is something that was discussed at Catalyst at the futures fund; is
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2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail 5B Spreadsheet 6A 2-9-17 e-mail 6B Confirm 7 Trade confirm 7 Trade confirm 8 Catalyst 0050194445 9 Catalyst 0050197444 10 Spreadsheet 11A E-mail 11B Attachment	IDENT 603 603 605 605 610 610 612 613 613 613 619 620		2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum. Q Okay. So what I want to start talking about this morning is the concept of a soft close. Okay? So this is something that was discussed at Catalyst at the futures fund; is that correct? A Yes. Q Okay. MR. WASSERMAN: I'm sorry to interrupt, but we forgot to dial in. MR. SCHMIDT: Yeah, we did. Can we go
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2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail 5B Spreadsheet 6A 2-9-17 e-mail 6B Confirm 7 Trade confirm 7 Trade confirm 8 Catalyst 0050194445 9 Catalyst 0050197444 10 Spreadsheet 11A E-mail 11B Attachment	IDENT 603 603 605 605 610 610 612 613 613 613 613 620 621		2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum. Q Okay. So what I want to start talking about this morning is the concept of a soft close. Okay? So this is something that was discussed at Catalyst at the futures fund; is that correct? A Yes. Q Okay. MR. WASSERMAN: I'm sorry to interrupt, but we forgot to dial in. MR. SCHMIDT: Yeah, we did. Can we go off the record please? (A brief recess was taken.) BY MR. SCHMIDT:
2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	CFTC EXHIBITS EXHIBITS: DESCRIPTION 2 Daily HFXAX Prices 3 Daily S&P Prices 4A E-mail 4B Attachment 5A 1-30-17 e-mail 5B Spreadsheet 6A 2-9-17 e-mail 6B Confirm 7 Trade confirm 7 Trade confirm 8 Catalyst 0050194445 9 Catalyst 0050197444 10 Spreadsheet 11A E-mail 11B Attachment	IDENT 603 603 605 605 610 610 612 613 613 613 613 620 621		2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22	of you, right? A Yes, I do. Q Okay. Any questions about those documents occur to you overnight A No. Q you want to ask? Everything all right? A Um-hum. Q Okay. So what I want to start talking about this morning is the concept of a soft close. Okay? So this is something that was discussed at Catalyst at the futures fund; is that correct? A Yes. Q Okay. MR. WASSERMAN: I'm sorry to interrupt, but we forgot to dial in. MR. SCHMIDT: Yeah, we did. Can we go off the record please? (A brief recess was taken.) BY MR. SCHMIDT: Q We are back on the record at 8:33 a.m.

Page 346 Page 348 1 that, if you can't enter into relationships with 1 Q Okay. 2 new FCMs or get current FCMs to increase the 2 MR. WASSERMAN: I just have quick 3 amount of margin they are going to give you, 3 questions on that, if that's okay. 4 that could cause a constraint on your ability to MR. SCHMIDT: Yep. 5 execute the strategy? 5 BY MR. WASSERMAN: A That's correct. 6 Q On the line that reads, HFXAX 6 7 Q Okay. And that was a concern back in 7 capacity, comma, close options, am I reading 8 October of 2014? 8 that right? Is it close option or close A Correct. 9 options? 9 A Close options. 10 Q And so if -- if you couldn't establish 10 11 these new FCM relationships or could not Q What does that mean? 11 12 convince them to increase the margin available A I think it means that I intended and 12 13 to the futures fund, that was a risk of being 13 probably did discuss: All right, if we run into 14 able to properly execute the strategy from that 14 a constraint, what can we do? 15 point forward? 15 Again, I am still relatively at this 16 A That's correct. 16 point unfamiliar with '40 Act vehicles. 17 Q Okay. So did you talk about that risk 17 And so my discussion was: I'm 18 to Mr. Szilagyi at Catalyst? 18 concerned about FCM capacity; if it becomes a 19 A I believe I did. As I said, I don't 19 problem, what can we do about that? 20 remember the specific discussion, but I do Q Excuse me. So when you say close 21 remember from these agenda items the general 21 options, you're referring to cutting off inflows 22 nature. 22 to the fund? 23 A That's correct. 23 Q Okay. And what was Mr. Szilagyi's 24 response to this capacity issue FCM risk that 24 Q In May 2014, do you recall how big 25 you discussed with him? 25 the -- how -- excuse me. Page 347 Page 349 A I don't recall specifically in this Do you recall what the AUM of the fund 1 1 2 discussion. 2 was? 3 I do recall he was -- he was open to 3 Α No, I don't. 4 discussing and understanding the constraint. Q Do you recall how much money you made 4 Q Did he ever say: I don't believe you; 5 5 in 2014? 6 like, I don't think this is a problem; forget A No, I don't. 6 7 about it? 7 Q Can you me a ballpark how much money A I don't recall that, no. 8 you made in 2014? 8 Q Okay. And, in fact, this was a --9 A Not really. It was small. 9 10 this is an issue that didn't go away, right? 10 Q You make -- under the terms of your The capacity issue was something that 11 contract, you make approximately \$8 million per 12 billion dollars of AUM, right? 12 you continued to look at, continued to discuss 13 with Mr. Szilagyi for years? A Yes. That's correct. 13 A Yes. Not frequently. But you're 14 14 Q Did you make --15 correct that the discussions continued. 15 A Gross. Q Okay. And in those discussions, he 16 Q Did you make under \$8 million or over 16 17 never said: Why are we still talking about 17 \$8 million in 2014? 18 this? I told you it's not a problem? A Under 8 million. 18 A No, he did not. Q So the fund was probably under a 19 19 Q Okay. Do you remember what the 20 billion dollars in -- at the end of 2014? 20 21 outcome is of this call? A Well -- and, again, the reason for my 21 22 response is that selling commissions in the A I don't. 22

24

Q And this is before Ms. Rios has joined

23

24 you, correct?

A Correct.

23 first year or two of the fund were significant.

25 the advisory fees for some period of time.

They were greater than my portion of

Page 366 Page 368 I don't believe so. But, again, my 1 ring a bell? 2 memory is not complete on that. 2 A Yeah. I still don't remember who he 3 Q So for purposes of this -- I'm sorry. 3 is, but that name somehow sounds familiar. It's called SugarSync? Q Okay. It looks to me like this e-mail 4 5 A Yes. 5 is after your conversation with Mr. Szilagyi 6 that was referenced in the e-mail seven days 6 Q Is that one word? 7 A Yes. 7 earlier. Is that fair? A Sure. 8 Q Just how it sounds, S-y-n-c? 8 A Yes. 9 9 Q Okay. If you read through this, does 10 this refresh your recollection or give you any 10 Q Okay. Are you the administrator of 11 insight into what was discussed with Mr. 11 the shared drive? A I don't know that I have a title 12 Szilagyi regarding capacity issues and any 12 13 outcomes that may have come from those 13 connected with the shared drive. I bought the 14 software, and I use it. 14 discussions? Q Well, generally, with a software A No. It looks like I talked about soft 15 15 16 program, the person that controls access is 16 close at a billion, which I didn't recall 17 deemed the administrator. 17 earlier, but clearly I wrote it here. So that I'm not looking for a formal title, 18 must be our discussion. 18 19 but like in the terms of software programs, 19 Q So in the fall of 2014, the capacity 20 that's what it's called. 20 discussions, the status was you were discussing 21 with Mr. Szilagyi a soft close at a billion 21 A Okay. 22 Q Do you know if you have administrator 22 dollars? 23 privileges for that program? 23 A Yes. A For certain folders that I control. 24 24 Q Okay. And do you have any doubt that, 25 I -- I'm not certain if any of the others in the 25 when you say, "My discussions with Catalyst," Page 367 Page 369 1 group of people we talked about have downloaded 1 refers to a discussion with Mr. Szilagyi? 2 their own copy of SugarSync and thereby control A No. That's what it would refer to. 2 3 files. 3 Q Okay. So -- and it also looks like if Q Okay. All right. I'm going to show 4 we -- if we go down to your e-mail of July 30th, 4 5 you what's been marked as Exhibit 143. 5 which is at the bottom of the first page, it 6 looks like, at that point, we could guess AUM is (SEC Exhibit No. 143 was 6 7 not up to half a billion yet, right? 7 marked for identification.) BY MR. SCHMIDT: A Correct. 8 8 9 Q For the record, this is an e-mail 9 Q Okay. So at some point in the fall of 10 dated November 6th, 2014. Could you take a 10 2014, you're some point between half a billion 11 and a billion dollars? Is that a fair 11 minute, let me know if you recognize this 12 document. 12 assumption? 13 A It looks like an e-mail from me to --13 A Yes. 14 I'm not sure who, but it's an e-mail from me. 14 Q Okay. Was there a soft close at a 15 billion dollars? Q Okay. So, for the record, it's --15 16 it's an e-mail address hoopss4@aol.com, right? A I recall that Catalyst attempted a 16 A Yes. 17 soft close at some point in time, but I honestly 17 Q And looking through the e-mails, it 18 don't remember when or what assets that was 18 19 look like that person might have the first name 19 done. 20 Jeff. right? Q Okay. So we'll -- we'll get to that. 20 I think there was a soft close 21 A Yes. 21 22 Q You can't imagine who Jeff might have 22 attempted in the fall of 2015. Does that sound 23 been in November of 2014 that you were 23 right? 24 e-mailing? 24 A I don't recall. 25 25 Okay. All right. Do you remember any Oh, it's Jeff Berkowitz. Does that

Page 394 Page 396 1 A I don't know. I wasn't on the call. 1 I don't remember a specific 2 MR. BENSON: Right. But you received 2 conversation related to the fund blowing up at 3 Exhibit 144. Do you recall ever talking to 3 Merrill Lynch. Q Okay. 4 anyone about a soft close in February 2016? 4 5 THE WITNESS: Again, that's my 5 BY MR. WASSERMAN: I have a few 6 testimony. I honestly don't remember a second 6 questions on this. 7 attempt at a soft close. I don't know whether 7 MR. SCHMIDT: Yeah. 8 that was -- I don't remember discussing a second 8 BY MR. WASSERMAN: 9 attempt. 9 Q First, how could somebody misinterpret 10 I didn't remember that there was any 10 the phrase "blow up"? A Well, it -- I mean, I'll give you my 11 resolution to the reasons for the failure of the 11 12 first one. 12 personal opinion. When I see something like that, it 13 BY MR. SCHMIDT: 13 14 Q Okay. So fair to say this doesn't 14 suggests that something about the fund is going 15 to end its life. 15 refresh your recollection at all as to whether 16 you had any discussions about a potential soft Q In other words, somebody could 16 17 close in the first quarter of 2016? 17 interpret the phrase to mean the fund is going A No. 18 to collapse? 18 19 Q Okay. There's a rather dramatic 19 A In some way, yes. 20 statement in here that somebody at ML, perhaps Q And you're certain that -- but when 20 21 Merrill Lynch, told Mr. Szilagyi the fund is 21 Ms. Rios wrote "blow up," that she meant 22 going to, quote, blow up. This rattled him a 22 acceleration in the increase in AUM and not 23 bit. 23 collapse? 24 A Yes. A I -- I am not certain of anything on 24 25 this e-mail. I'm giving you my best 25 Do you see that? Q Page 395 Page 397 A I do. 1 1 recollection. 2 Q Do you remember any discussion about 2 Q Okay. I want to draw your attention 3 whether the fund might blow up? 3 to -- to one other part of the e-mail. It's the A I do remember that because it's a --4 4 second -- quote, question to ponder, end quote, 5 it's a phrase that can be misinterpreted, and I 5 where Ms. Rios writes, "Have you felt a sweet 6 do remember talking to Ms. Rios about that. 6 spot when trading through all the different AUM 7 Q What do you remember? 7 levels where everything went fairly smooth such A What I remember is that Jerry had been 8 8 as at 2B," which I assume means \$2 billion. 9 told that the fund assets might accelerate in 9 A (Nodding head.) 10 growth, meaning blow up in terms of sales at Q Parenthesis, November. I assume she's 10 11 Merrill Lynch and other places. 11 referring to November 2015? Q And that rattled him quite a bit? 12 12 A I'm sorry. I lost you now. A Apparently -- that was Ms. Rios's 13 13 Which line are you referring to when 14 interpretation, apparently, from this e-mail. 14 you talk about "November"? Q And that would make sense if capacity 15 Q I'm in the second dash under 15 16 is an ongoing concern, right? 16 "questions to ponder." 17 A Yes. A Okay. Okay. I see it. And -- so I'm 17 Q Okay. So did you have any discussions 18 sorry. What was your question? 18 19 with Mr. Szilagyi about his concern that the Q November -- N-o-v refers to November 19 20 assets under management of the futures fund 20 2015? Is that your understanding? 21 might blow up and accelerate too quickly? 21 A I don't know which November.

25 discussions about capacity.

A I don't remember any out of the

As I've testified, we had periodic

22

24

23 ordinary.

22 Apparently that was a November when the fund was

So, again, I don't have asset levels

25 in my head about when the fund was a

23 at \$2 billion.

1 particular --

- 2 Q Well, we discussed before about how in
- 3 2014 -- May 2014 the fund was under 500 million, 4 right?
- 5 A Yes.
- 6 Q So she must be talking about November 7 2015, correct?
- 8 A I mean -- oh, sure. Actually -- sure,
- 9 now that I -- I recall now the date of the
- 10 e-mail to be March of 2016. So certainly that's 11 likely, yes.
- 12 Q Okay. So she says, "Have you felt a 13 sweet spot when trading through all the
- 14 different AUM levels where everything went
- 15 fairly smooth, such as at 2 billion in November
- 16 was it comfortable without any constraints?"
- 17 In March of 2016 -- this is my 18 question now. I'm not reading from the 19 document.
- 20 A Okay.
- 21 Q In March of 2016, the execution issues
- 22 had actually manifested themselves, correct?
- 23 A Not that I recall, no.
- 24 Q Well, so why would she say -- why
- 25 would she suggest that there were some times

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 - 1 MR. SCHMIDT: Do you have any reason 2 to believe that Mr. O'Keefe wouldn't be telling
 - 3 you the truth when he said that?
 - 4 THE WITNESS: No.
 - 5 MR. SCHMIDT: Okay.
 - 6 BY MR. WASSERMAN:
 - 7 Q And as we were discussing before, the
 - 8 concern specifically is that, when a trader
 - 9 knows -- a trader in the pit knows that you want
- 10 to get into or get out of a position, in a large
- 11 volume, that he make -- may make you pay a
- 12 higher price for that, correct?
- 13 A I don't have any way of knowing that
- 14 other than observation.
- 15 Q That's the concern, as you
- 16 articulated --
- 17 A That's the concern. Absolutely.
- 18 Q And that concern --
- 19 A Let -- let me amend my answer, that
- 20 the concern is not so much around the trader's
- 21 knowledge of who the counterparty is but more
- 22 about simply the size of the trade.
- And, in fact, that's how we managed
- 24 trades as -- as we grew in size, was to cut our
- 25 trade size down.

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- 1 prior to that when execution -- I'm sorry --
- 2 when trading had been smooth and times when
- 3 trading hadn't been smooth?
- 4 A I don't know.
- 5 My -- my response to her and -- in any
- 6 of these types of discussions were at any
- 7 moment, if I felt like execution was constrained
- 8 by capacity, I would raise that issue and --
- 9 Q Well, it's not -- it's not binary,
- 10 right? It's not like all of a sudden you can't
- 11 trade, right?
- 12 A Correct.
- 13 Q As the fund increases in size, the
- 14 traders in the pit become more and more aware of
- 15 your positions, correct?
- 16 A I don't know if their awareness of
- 17 my -- I don't know how their awareness of my
- 18 positions is or is not determined, to be honest.
- 19 Q Jeremy has communicated to you that 20 the traders in the pit know your -- what your
- 21 positions are, right?
- 22 A From time to time, he said that, yes.
- 23 Q Do you --

25

- 24 MR. SCHMIDT: Do you have --
 - MR. WASSERMAN: Sorry. Go ahead.

- 1 Q Right. But it's related to the -- the
 - 2 knowledge of your positions because if, as
 - 3 expiry approaches, a trader in a pit knows that
 - 4 you have a large position you need to get out
 - 5 of, that's significant, correct?
 - A It could be.
 - 7 Q Okay. And that's part of the concern
 - 8 that you have about execution quality, correct?
 - A At this -- at this moment in time,
 - 10 certainly I -- my main concern was on the entry
 - 11 side: Could I consistently enter trades at a
 - 12 fair price?

6

9

- 13 Q And by March of 2015 -- I'm sorry.
- 14 By March of 2016, there had been times
- 15 when that entry had been smooth, and there had
- 16 been times when that entry hadn't been smooth,
- 17 right?
- 18 A That is also true for time frames
- 19 prior to September of 2013 and post-September of
- 20 2013 and throughout 2014. That statement is
- 21 correct.
- 22 Q Okay. So the answer to my question is
- 23 yes, that prior to March of 2016, there had been
- 24 times when entry into a trade was smooth and
- 25 times when entry into a trade wasn't smooth?

- 1 That is always correct, independent of 2 size.
- 3 Q And, more specifically, there were 4 times when you tried to enter into a trade and 5 you got exactly the price that you wanted and 6 other times when you tried to enter into a trade 7 and you didn't get exactly the price that you 8 wanted, right?
- A Correct. 9
- 10 Q And as the fund got bigger and bigger, 11 from 2014 to 2016 to early 2016, the frequency 12 with which you didn't get the price that you 13 wanted increased: is that --
- 14 A I did not notice that, no.
- 15 Q You didn't notice that at all?
- 16 A I did not.
- 17 Q So why does Ms. Rios say here -- or 18 I'm sorry.
- 19 Why does Ms. Rios suggest here that 20 there are times when trading was smooth and 21 times when trading was not smooth?
- A Because, as I just testified, that is 22 23 always the case.
- 24 Q And -- and the ease with which you're 25 able to execute trades did not change at all as

1 in mid 2016 -- I'm sorry.

- 2 In your mind, that was the same in mid 2014 as that was in March of 2016?
- A Again, my -- it's not a binary
- situation. So I relied on my judgment --
- Q I'm not asking you -- I am not -- I'm 6 not asking you whether it was binary or not. 7
- I'm asking you whether there was a 8 9 difference in the ease with which you were able 10 to execute trades between 2014 and March 2016.
- A And I've responded to that question 11 12 so -- but I'll respond again by saying I did not 13 notice any systemic, sustained difference in 14 execution.
- 15 I noticed only the normal fluctuation 16 in execution quality across days, weeks, and 17 months.
- 18 Q When you want to execute a trade, you 19 call J.J. in the pit?
 - A That's correct.
- Q And J.J. tells you what kind of prices 21
- 22 he can get for that trade, right?
- A That is correct. 23
- 24 Q And sometimes he tells you the price
- 25 is exactly what you want, and sometimes he tells

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20

- 1 the fund grew from 500 million to 2 billion?
- A As you -- as you suggested earlier, 2 3 it's not binary. It's -- it's subjective.

So my judgment was that, over a 4 5 reasonable time frame, there continued to be

6 times when I got the price I liked and times 7 when I didn't get the price I liked, and I could

- 8 not discern any pattern to that trade related 9 to -- to size.
- Q Okay. Was there -- is it your 10 11 testimony that it did not become increasingly 12 more difficult to get the price you wanted as 13 the fund grew from 500 million to 2 billion?
- 14 A That is correct.

25

- That it didn't -- it in no way became 15 16 increasingly difficult to execute your trades as 17 the fund grew from 500 million to 2 billion?
- A I did not perceive any -- what's the 18 19 right word?
- I didn't perceive any sustained 20 21 difficulty. I perceived simply the normal back 22 and forth of trading. Some days you get good 23 prices. Some days you don't? That's -- I never 24 perceived anything different.
 - Q And, in your mind, that was the same

- 1 you that the price is not exactly what you want, 2 right? 3
 - A Correct.
- 4 Okay. In 2016 did he tell you with 5 more frequency than in 2014 that you couldn't 6 get the prices that you want?
- A Again, I've responded to this, and 7
- 8 I'll respond again, that it's not binary. It's 9 not, to my mind, at least, quantifiable, but --
- 10 so using my judgment in terms of interpreting
- 11 that frequency, I did not notice a difference.
- Q There was no difference between 2014 12 13 and 2016?
- 14 A Again, it's not quantifiable or 15 binary.
- 16 I did not notice a significant
- 17 sustained difference in execution quality.
- Q I'm not asking you whether you noticed 18 19 a significant sustained difference.
- I'm asking you whether you noticed any 20 21 difference between 2016, when the fund was at \$2 22 billion, and 2014, when it was at 500 million?
- 23 A And I'm not able to answer about
- 24 noticing any difference because there are
- 25 differences every day.

7

1 inflows, what would the fund look like?

- 2 And it's a typical analysis
- 3 methodology. Once you establish that baseline,
- 4 you can then look and say: How much money can
- 5 we allow to come in based on the analysis that's
- 6 been done?
- 7 And I do recall that was one of the
- 8 assumptions I instructed her to take going
- 9 forward.
- 10 Q Okay. Did you instruct her to take
- 11 these other assumptions, too, for this analysis?
- A Sure. We certainly reviewed them, 12
- 13 yes.
- Q And the end result of that is that the
- 15 fund would not -- of that analysis or projection
- 16 is that the fund would not approach \$5 billion
- 17 until 2021, correct?
- A Let me take a look. I don't recall 18
- 19 off of the top of my head.
- Q It's on the next page. 20
- A Yes. That looks like the conclusion 21
- 22 of the spreadsheet.
- Q And the assets under management
- 24 actually were vastly accelerated from that
- 25 projection, the actual ones?

- A Again, as I said before, I don't have
- 2 in my head levels of "actual" over a particular
- 3 time frame.
- 4 Q Before the drawdown that occurred in
- 5 late '16 and early 2017, the fund was over \$4
- 6 billion, correct?
- 7 A Yes. That I know. Yes.
- 8 Q If you look at volume consideration,
- 9 which is the next slide, it says that there are
- 10 only three banks that acted -- act as market
- 11 makers?
- 12 A I think what it says is we are aware
- 13 of three banks.
- 14 Q Okav.
- A There may be more. 15
- 16 Q All right.
- A Okay. 17
- Q If any of them exited, that would have 18
- 19 a significant negative impact on the fund
- 20 strategy, correct?
- A It could, which is the conclusion, but 21
- 22 we're not sure.
- 23 Q Okay. So if any of them were to
- 24 leave, there's a risk of a significant negative
- 25 impact on the fund strategy?

- Page 426 1
 - That was Ms. Rios's conclusion, yes.
 - 2 Q Did you agree with that conclusion?
 - 3 A I agreed that there was a possibility.
 - 4 I agreed with the "could."
 - Q That's what it says; so do you agree 5
 - 6 or not agree?
 - A lagree.
 - Q Okay. Thank you. 8
 - It says that there also could be a 9
 - 10 reduction in the amount of daily contracts that
 - 11 could be traded.
 - 12 Would that be a risk to the fund
 - 13 strategy?
 - 14 A That would be a risk to the fund
 - 15 strategy, yes.
 - Q Okay. It also says the fund is in 16
 - 17 the, "top five of volume each month," and,
 - 18 "likely in the top three."
 - 19 Do you see that?
 - A I see that. 20
 - Q Why is that important? 21
 - A I think it's important to demonstrate 22
 - 23 that, while we are certainly not the largest
 - 24 participant in the market, we are potentially in
 - 25 the top five so that we are a large participant
- Page 427 Page 429

1 in the marketplace.

- 2 Q And does that relate to the same
- 3 concern regarding increase in size and execution
- 4 quality that you talked about before?
- A Yes. 5
- 6 Q Okay. And that would also relate to
- 7 the fourth bullet point which is, "When one
- 8 other large individual floor pit trader was on
- 9 vacation, the futures fund percentage of pit
- 10 value nearly doubled"?
- A Correct. 11
- Q Right? 12
- Okay. So that just sort of -- when
- 14 the -- when the other guy is on vacation, this
- 15 concern is magnified?
- 16 A The concern is magnified, however, we
- 17 also noticed that, despite his absence, there
- 18 was no perceived difference in execution
- 19 quality.

- Q Where does it say that?
- A It doesn't say that here. That was my 21
- 22 recollection -- my recollection of that period
- 23 of time.
- Q So you did an actual analysis of the 24
- 25 period of time that the other guy was on

- 1 "hard," to me means written down, quantifiable,2 and objective, not subjective.
- 3 Q Right. Okay. In fact, if you look at 4 Exhibit 152 under question -- in response to 5 Question 15, you say -- and if -- if you 6 didn't -- if you write this, let me know.
- 7 "We trade options on the S&P 500
- 8 futures contract. We manage risk aggressively.
- 9 We build hedges into every trade. We monitor
- 10 total portfolio risks with advanced options
- 11 simulations software. We use control charting
- 12 of key risk factors with absolute adjustment
- 13 rules. We have an hard exit/adjust rule based 14 on total portfolio dollar exposure."
- 15 You wrote this, right?
- 16 A Yes.
- 17 Q Okay. So what did you mean, when you 18 wrote "We have a hard exit/adjust rule based on 19 total portfolio dollar exposure"?
- 20 A That -- that refers to the open option 21 premium metric in our risk framework.
- 22 25
- 23 BY MR. WASSERMAN:
- Q But the open option premium metric 25 doesn't measure exposure, right?

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- 1 A I think it does.
- 2 Q Well, the open option premium metric
- 3 is a measurement of -- of the aggregate value of
- 4 the options in your portfolio, right?
- 5 A Yes.
- 6 Q What does that have to do with dollar 7 exposure?
- 8 A The open option premium -- and, again,
- 9 I -- I certainly may have gotten it wrong, but
- 10 that's what I meant in this statement.
- 11 Q What did you mean in this statement?
- 12 A My statement that says, "We have a
- 13 hard exit/adjust rule based on total portfolio
- 14 dollar exposure." My meaning was "hard," in the
- 15 sense of written down and quantified.
- 16 Adjust/exit rule means a trigger to suggest that
- 17 we evaluate and potentially perform one of the
- 18 adjustment or exit transactions I've testified
- 19 to previously.
- 20 And based on total portfolio dollar
- 21 exposure, my meaning was, what is the short
- 22 option premium in the portfolio because that 23 typically represents -- to me, again, in running
- 24 the strategy, that's an exposure measure.
 - 5 BY MR. BENSON:

1 Q So before we go back, because I don't

2 want have to revisit any documents, going back

3 to Exhibit 34, the three presentations about

- 4 capacity constraints.
- 5 A Yes.
- 6 Q They are dated May 2016 through
- 7 November 2016, right?
- 8 A Correct.
- 9 Q And we talked about how the purpose of
- 10 these documents, among others, was to apprise
- 11 Catalyst of a potential risk that they could
- 12 take whatever action they wanted to, correct?
- 13 A Correct.
- 14 Q During the period May 2016 through
- 15 November 2016, am I correct that you
- 16 participated in -- I believe they're called
- 17 "open house calls" or "weekly calls with
- 18 wholesalers"?
- 19 A I don't remember exactly when they
- 20 started, but that became a regular practice at
- 21 some point.
- 22 Q Okay. And do you have any belief that
- 23 they -- that they were not going on, at least --
- 24 if not weekly, at least monthly, during the
- 25 period May 2016 through November 2016?

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- 1 A Again, I honestly don't remember when 2 we started doing that.
- 3 Q Okay. And we can establish that, you
- 4 know, date range specifically.
- 5 But, more generally, do you remember
- 6 during those calls with wholesalers, ever
- 7 advising the wholesalers of this potential
- 8 capacity issue?
- 9 MR. WASSERMAN: But to clarify, the
- 10 "open house calls" aren't for wholesalers;
- 11 they're for advisors, right?
- 12 THE WITNESS: Both. But yes, advisors
- 13 are the intended audience. Sure.
 - BY MR. BENSON:
 - Q I'm sorry. Thank you. That's
- 16 important. So strike that line of questions.
- You participated in open house calls
- 18 that were attended by both financial advisors
- 19 and internal and/or external wholesalers from
- 20 time to time, correct?
- 21 A Correct.
- 22 Q Do you -- do you have any knowledge as
- 23 to when you started participating in those open
- 24 house calls?
- 25 A No.

14

Page 514 Page 516 1 and saw if I could find an e-mail. So I just 1 as images, they are produced as native Excel 2 want to show you what's been marked as Exhibit 2 spreadsheets that actually --3 153. 3 A Okay. 4 (SEC Exhibit No. 153 was 4 Q -- open a --5 marked for identification.) 5 A All right. Q In this case, it's an audio file. But BY MR. SCHMIDT: 6 6 7 Q And I just have the cover e-mail. 7 as a placeholder, we got a Bates stamp image 8 with the note as it reflects "produced in native 8 A Um-hum. Q The presentation is an attachment, 9 format." 9 10 which is part of the exhibit that your client 10 A Okay. Q Does that answer your question? 11 has. 11 12 MR. ZILIAK: I'm sorry. What is the 12 Yes. Thank you. 13 exhibit number, please? Okay. 153. Thank you. The audio file, the native audio file, 13 14 as it's been produced to us, indicates that it 14 BY MR. SCHMIDT: 15 is the National Open House HFX/CFH call from 15 Q So all I want to establish is that 16 this presentation, which is the one we talked 16 June 7th of 2016. 17 about in November of 2016, if you want to flip 17 I'm going to play portions of that 18 to it, was sent by Ms. Rios to Mr. Szilagyi and 18 call for you or one main portion of that call 19 Mr. Amhrein who worked at Catalyst in New York. 19 for you. 20 And it looks like it was sent specifically in 20 But before I do, just to confirm, 21 reference to a call that you guys were going to 21 you're familiar with these national open house 22 have on November 2nd, 2016; is that correct? 22 calls, correct? A That is correct. A lam. 23 23 Q Okay. The only other question is: Do 24 24 Q And the general format of the calls is 25 you remember anything about this call other than 25 that somebody introduces you and Kim. You do a Page 515 1 what you've already testified to this morning? 1 spiel about HFX. She does a spiel about CFH, 2 A No. 2 and then you take questions, right? 3 Q Okay. 3 A Correct. MR. BYLINA: Can you give me that date 4 BY MR. WASSERMAN: 4 one more time? I'm sorry. 5 Q Okay. Mr. Walczak, we're going to 5 A Sure. June 7th, 2016. 6 mark as --6 MR. BYLINA: Thank you. 7 MR. BENSON: I'm handing you a 7 document that's been marked as SEC Exhibit 154. MR. WASSERMAN: And to confirm, the 8 9 (SEC Exhibit No. 154 was 9 transcript is going to reflect the audio of the marked for identification.) 10 call. 10 BY MR. WASSERMAN: 11 BY MR. WASSERMAN: 11 Q And this is a slip sheet to a document 12 12 Q This is from the beginning. 13 that was produced in native form. 13 (Audio played.) "Welcome everyone. And thank you for It specifically -- actually it's not 14 15 your attending our bi-monthly Catalyst funds 15 the document. It's an audio file that was produced 16 portfolio managers open house conference call." 16 17 in native form. 17 BY MR. WASSERMAN: The Bate stamp of this slip sheet is Q Do you recognize that voice? 18 18 19 Catalyst 00357978? A I'm not sure. 19 A I'm sorry. If I could ask, what does Q Who typically is the MC, so to speak, 20 20 21 that mean "produced in native format"? 21 of these calls? Q It means in the form in which it A There's been at least three. 22 22 23 originally existed. 23 Q Who are the three? So, for example, you know, when Excel 24 24 A One is Brian something. I don't know 25 sheets are produced, instead of being produced 25 these guys. So I don't know names.

Page 518 Page 520 1 Q You just show up? 1 Α Yes. A Absolutely. 2 2 Q And the voice now speaking, is that 3 Q Okay. Fair enough. 3 your voice? (Audio played.) 4 A It is. 4 5 "Before we begin, I'd like to remind 5 Q "Attention to forward management, in 6 everyone today's call may include 6 my mind is the key." I'm going to move it back ten seconds 7 forward-looking statements. These statements 7 8 represent the firm's belief regarding future 8 to the beginning of when you start speaking. 9 events that, by their nature, are uncertain and MR. BENSON: For the record, it's 23 9 10 outside of the firm's control. The firm's 10 minutes, 10 seconds in the file. 22:57 sorry. 11 actual results and financial condition, it may 11 BY MR. WASSERMAN: 12 differ, possibly materially from what is 12 Q I'm moving it back to 22:57. 13 indicated in those forward-looking statements." "To mitigate that -- that potential 13 14 BY MR. WASSERMAN: 14 risk in the fund." 15 Okay. And this is a normal preamble 15 "Yeah. Those are all great questions 16 that he gives at the beginning of the calls, 16 because, as I mentioned before risk management, 17 right? 17 in my mind, is the key to outperforming as a --18 as a portfolio manager as opposed to really 18 A Yes. 19 Q Okay. I'm going to jump forward to 19 chasing returns. Managing risk is the secret. 20 Minute 22 in the call. And if you'll give me a 20 So I'm anxious -- I'm always very happy to talk moment just to make sure I get exactly there. 21 about that. 22 (Audio played.) 22 So the first thing, pure and simple, "It's star, then five, and put 23 23 is our -- our -- our metrics are dialed in to 24 yourself in the cue. 24 limit our drawdowns to eight percent. And 25 The last question revolves -- and this 25 there's no guarantees in the world especially in Page 519 Page 521 is from Axa Tima in New York. 1 markets. But -- but that's our goal in 2 BY MR. WASSERMAN: 2 everything we do, is keep our drawdown to eight 3 Q This is the same voice at the 3 percent, and since we established these metrics, 4 they are basically -- in their current form, beginning of the call, correct? 5 A Sounds that way to me, yes. 5 were established in mid-2007 after we had a (Audio.) 6 6 drawdown. When the fund was in its private 7 "To the -- it is surrounded around the 7 form, we had a large drawdown that I felt was 8 stress testing and drawdown, and it goes as --8 unacceptable. And so did a lot of work on risk 9 as follows: What would be the, of course, worst 9 management at that point, and what factors 10 case black-swan scenario for the fund? What is 10 contributed to the drawdown as a risk, and came 11 up with the structure of stress testing that we 11 the max drawdown you are shooting for given your 12 stress test, the risk parameters, and if you 12 use today. The goal being to limit a drawdown 13 could speak a little bit more to if you see a 13 to eight percent." So far is everything that you've said 14 significant drawdown when you're doing the 15 stress test; if like, for example, there was a 15 on the call accurate? 16 ten percent drawdown or move up in the market 16 A Yes. 17 which caused the fund to fall out of your --17 "Subsequent to that time, we have been 18 your -- your four to six percent drawdown 18 successful in doing that. 19 parameters, how do you -- how do you change the I think our largest is actually a 19 20 portfolio to mitigate that -- that potential 20 shade over eight percent but less than nine. 21 risk in the fund?" 21 And that actually occurred in 2014, in "Yeah. Those are all great questions 22 the fourth quarter. 22 23 because as I" --23 So that's our -- that's our metric. 24 BY MR. WASSERMAN: 24 Our -- our methodology is to look at 25 25 stresses on the portfolio. Q The voice just changed, correct?

Page 550 You're not on that e-mail, right?

2 A I see that.

1

- 3 Q Okay. And in that e-mail, Mr.
- 4 Schoonover says, "Hi, Kimberly. Thanks for time
- 5 on the call today. We spoke after the call
- 6 about trying to propose something. Are you able
- 7 to send us some screen shots, slash, raw data,
- 8 slash, explanation of anything you used to
- 9 stress test, slash, measure the risk.
- 10 I think the biggest thing we can do to
- 11 make sure that the strategy risk and business
- 12 risk are properly aligned is to make sure we
- 13 understand how the fund measures risks and
- 14 reacts to adverse events."
- 15 Do you see that?
- 16 A Yes.
- 17 Q Okay. Do you recall participating on
- 18 the call that Mr. Schoonover references in his
- 19 e-mail to Ms. Rios as reflected in Exhibit 40?
- A Again, I recall a number of calls in 20
- 21 that time frame, and I participated, to the best
- 22 of my knowledge, on most of them.
- Q Okay. 23
- A Again, if -- if there was a call that 24
- 25 was held without my knowledge, I wasn't invited

- 1 organizational charts. And I did not make it a

Page 552

- 2 point to stay up with different
- 3 responsibilities.
- Q Okay. 4
- 5 That said, Mr. Amhrein was my point of 6 contact for risk control.
- 7 Q Okay. And so looking at this e-mail
- 8 from Mr. Schoonover to Ms. Rios, is it -- do you
- 9 think it's peculiar or odd that Mr. Schoonover
- 10 is e-mailing Ms. Rios to -- with the sentence,
- 11 "I think the biggest thing we can do to make
- 12 sure the strategy risk and business risk are
- 13 properly aligned is to make sure we understand
- 14 how the fund measures risks and reacts to
- 15 adverse events"?
- 16 Isn't it peculiar that he's sending
- 17 that to a portfolio manager as opposed to, let's
- 18 say, someone responsible for monitoring the risk
- 19 of that fund?
- 20 A I'm -- I'm going to guess here. I'll
- 21 say two things. One is I have no idea what
- 22 conversation on the phone call may have
- 23 precipitated this e-mail or discussion.
- 24 Q Okay.
- 25 So first and foremost, I don't really

- 1 to, I can't say anything about that.
- Q So what was George Amhrein's position 2
- 3 at Catalyst as of Friday, December 9th, 2016?
- Do you remember?
- A He was -- I think he was called a risk 5 6 advisor.
- 7 Q Maybe chief risk officer?
- A I don't know if he was given that 8
- exact title. 9
- Q Okay. He was -- was he the person at 10
- 11 Catalyst Capital Advisors who was responsible
- 12 for monitoring risk of the futures funds?
- 13 A Yes.
- 14 Q No one else, right?
- I don't know whether anyone assisted 15
- 16 him.
- In fact, I think probably Mike 17
- 18 Schoonover may have.
- So he may have had some other people 19 20 assisting him, but he was the point of contact.
- Q Okay. And in terms of having the 21
- 22 official -- official responsibility, it was Mr.
- 23 Amhrein who had that responsibility?
- 24 A I think that's correct, although I
- 25 will tell you that Catalyst is not good with

- 1 know what he's talking about.
- 2 Q Okay. And anything besides first and 3 foremost?
- 4 A My best understanding of this would be
- 5 he's asking to understand how, at the portfolio
- 6 level, we view and manage risk.
- 7 Q Okay. And Kimberly, in response to
- 8 that request, she forwards -- she forwards the
- 9 e-mail to you, right?
- A (Nodding head.) 10
- Q And that's reflected also in Exhibit 11
- 12 40. And she forwards it to you on Friday,
- 13 December 9th, 2016, at 4:56 p.m.
- "Ed, see below. How in depth do you
- 15 want to get with things, (charts, OptionVue, et
- 16 cetera), with NY or just have us come up with
- 17 adjustments for them to review."
- Do you see that? 18
- 19 A Yes.
- Q Do you remember receiving that e-mail? 20
- A Not specifically. But --21
- Q Do you remember if you responded to 22
- 23 this e-mail?
- That I definitely don't know. 24 Α
- 25 Do you remember having a conversation

	Page 618		Page 620
1	Q Looking back at Exhibit excuse	1	
	me 4B, does that reflect refresh your	2	A Correct.
	recollection as to whether the fund had any	3	
4	·	4	
5	A 4B?	5	
6	Q Whether on February as of February	6	BY MR. SCHMIDT:
7		7	Q When we had asked before about your
8	, , , ,	8	the state of the s
9	A Right. So which exhibit did you	9	go back and check?
10		10	A Yes.
11	A 4B. That was my question.	11	Q Obviously this is February, but is
12	· · · · · · · · · · · · · · · · · · ·	12	this the document that you would go back and
13	Exhibit 4B refresh your recollection as to	13	· · · · · · · · · · · · · · · · · · ·
	whether as of February 10th, which is the date	14	
15	you received 4B, the fund had any positions in	15	Q These are the ones you have saved
16	April expiry options?	16	· · · · · · · · · · · · · · · · · · ·
17	A There are none on the sheet. So	17	Q locally?
18	apparently at that point we did not.	18	A Yes.
19	Q Okay. Is it what's your memory	19	BY MR. WASSERMAN:
20	on on or about February 10th of whether you	20	Q The document I'm handing you now is
21	had April expiry options?	21	marked CFTC 11A.
22	A Well, again, the reason I raise that	22	(CFTC Exhibit Nos. 11A was
23	question is my memory tells me that at some	23	marked for identification.)
24	point in February we did put on April positions.	24	BY MR. WASSERMAN:
25	Q Okay. But the vast majority of your	25	Q It's Bates stamped Catalyst
	Page 619		Page 621
			1 490 021
1	positions at the beginning of February were in	1	0050189486. And 11B, which is the attachment to
	positions at the beginning of February were in the February expiries, correct?	2	0050189486. And 11B, which is the attachment to that e-mail, Bates stamp Catalyst 0050189487.
	the February expiries, correct? A Yes.	1 2 3	0050189486. And 11B, which is the attachment to that e-mail, Bates stamp Catalyst 0050189487. (CFTC Exhibit No. 11B was
2 3 4	the February expiries, correct? A Yes. Q Okay. And on February I'm sorry.	3 4	0050189486. And 11B, which is the attachment to that e-mail, Bates stamp Catalyst 0050189487. (CFTC Exhibit No. 11B was marked for identification.)
2 3 4 5	the February expiries, correct? A Yes. Q Okay. And on February I'm sorry. On sorry. Strike that.	3	0050189486. And 11B, which is the attachment to that e-mail, Bates stamp Catalyst 0050189487. (CFTC Exhibit No. 11B was marked for identification.) THE WITNESS: If there is a point that
2 3 4 5 6	the February expiries, correct? A Yes. Q Okay. And on February I'm sorry. On sorry. Strike that. Do you recall whether the fund engaged	3 4 5 6	0050189486. And 11B, which is the attachment to that e-mail, Bates stamp Catalyst 0050189487. (CFTC Exhibit No. 11B was marked for identification.) THE WITNESS: If there is a point that is better for you, I'm happy to take a restroom
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Q These are -- this is the exposure

- 2 summary that Michael Schoonover sent you on
- 3 February 10th, correct?
- A Yes. 4

1

- 5 Q In the morning of February 10th?
- 6 A Yes.
- 7 Q And it was his practice -- starting on
- January 30th, it was his practice to do this on
- a daily basis, right?
- 10 A That's correct.
- Q And as reflected in the trade blotter, 11
- 12 from February 1st to February 8th, you did not
- 13 enter into any trades for the fund, right?
- 14 A Correct.
- 15 Q On -- in those first days of February,
- 16 you are noticing the delta exposure of the --
- 17 sorry -- the delta of the portfolio increasing,
- 18 correct?
- 19 A During those first days of trading, I
- 20 noticed the delta of the portfolio to fluctuate
- 21 from day to day. And recall the context in
- 22 which this delta is being used.
- It's being recorded to provide some 23
- 24 familiarity for me and others about how the fund
- 25 behaves relative to that delta calculation. So

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1 February 8th and for 97 on February 9th,

- 2 correct?
- 3 A Correct.
- 4 Q So there's a pretty dramatic increase
- 5 from the February 1st level to the February 9th

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Page 625

- 6 level, correct?
- 7 A That is correct, and the other thing
- 8 to notice relative to my previous testimony on
- 9 what delta means is the funds performance was
- 10 fairly widely divergent from what would have
- 11 been predicted by the delta number during that 12 period of time.
- 13 That was my observation as we started
- 14 to get accustomed to what it should do.
- 15 Q The -- this exposure summary that you
- 16 received every -- every day starting on January
- 17 30th from Michael Schoonover also fills in on
- 18 the left-hand side the expected return based on
- 19 the delta number?
- 20 A Yes.
- 21 Q And the actual return, correct?
- 22 Α Yes.
- 23 Q And, for example, on February 3rd, the
- 24 expected return is -- of the fund is negative
- 25 2.45, and the actual return is negative 2.36.

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- 1 we are not currently using it as a risk metric,
- 2 simply as a -- on a trial observation basis --
- Q Yeah. I'm not asking how you're using 3 4 it.
- 5 I'm just asking -- well, I first ask
- 6 you to confirm that from January 31st through
- 7 February 10 that that delta number is steadily
- 8 increasing, not fluctuating, right?
- 9 A Well, I would characterize the delta
- 10 as going from 355 down to 330, holding at 330,
- 11 rising slightly to 337, and then beginning to
- 12 climb.
- 13 Q I'm sorry. I wasn't -- I wasn't
- 14 precise enough.
- From February 1st through February 15
- 16 6th, the delta is increasing, correct, from 330
- 17 to -- from negative 330 to negative 470,
- 18 correct?
- 19 A It is -- it is higher on February 6th
- 20 than it was on January 31st. In between it was
- 21 lower.
- 22 Q And then on February 7th, it declined
- 23 slightly to negative 442, right?
- 24 Α Correct.
- 25 And then it increases again to 468 on

- Would you characterize that as wildly 1 2 divergent?
 - A On that particular day --
- 4 Q Just -- I'm sorry. Go ahead.
- 5 A On that particular day, they line up.
- 6 On other days, they are actually directionally
- 7 opposite so that the delta number, for example,
- 8 on February 1st suggests that the fund should
- 9 lose money when, in fact, it gained almost 40
- 10 basis points. That's what I was referring to.
- Q On -- on February 6th, the expected 11
- 12 return for the portfolio is one percent and the
- 13 actual return is 1.45, right?
- A Correct. So roughly 45 percent
- 15 difference in expected versus actual return.
- Q .45 percent --16
- Α But --17
- 18 Q -- portfolio value?
- 19 A Half is much greater than what's 20 predicted.
- 21 Q And on February 9, the prediction is
- 22 negative 2.86 percent and -- I'm sorry. The --
- 23 and the actual return is negative 3.44, right?
- 24 Α Yes.
- 25 So there are circumstances in which

1 the -- so -- so -- so -- in which the expected 2 return is not wildly divergent from the actual 3 return?

4 A Well, as I said, in each of these 5 cases, if you look at the magnitude, you're --6 you're talking about 20, 30, 50 percent 7 different expected return versus actual.

8 In other words, the difference, for 9 example, between an 8 percent drawdown and a 12 9 10 percent drawdown.

11 Q During this time period, specifically 12 February 1st to February 8th, you're also 13 looking at OptionVue, right?

14 A Correct.

15 Q And OptionVue is the software that 16 you're referring to on the call we played before 17 where you can model how changes in the 18 underlying S&P index will affect the portfolio, 19 right?

20 A Yes.

21 Q And as you stated on the call we 22 played before, you would model out what would 23 happen to the portfolio if the S&P were up five 24 percent and if the S&P were down five percent 25 over various time frames, right?

1 from February 1st to February 8?

2 A I looked at it, not every day, and I

3 think that's also in my prior testimony because

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4 there's really no need to look. The expiration

5 graph doesn't change, and that's what I'm6 looking at.

7 As you pointed out, the bulk of the 8 fund's positions were in very nearby 9 expirations.

10 Q But you looked at OptionVue at least 11 once --

12 A Yes.

13 Q -- from February 1st to February 8th?

14 A Yes.

15 Q Would you say you looked at it at

16 least three times?

17 A Probably three times, sure.

18 Q Any more than that?

19 A I don't -- I can't recall exactly, but

20 I would tell you, again, the expiration graph

21 doesn't change. So there's not a lot of need to

22 look at the same information.

Q And what do you recall of those three times you looked at OptionVue during that period?

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1 A Yes.

Q What was OptionVue showing you about how the movements in the S&P would affect the portfolio in this February 1st to February 8th time period?

A Well, if you recall also from my
previous testimony, I suggested that essentially
I turn OptionVue off as we come into roughly a
two-week window around expiration period and
by -- excuse me -- by turning it off, what I
mean is the five and ten percent intervals tend
not to be appropriate to evaluate very, very
nearby options movement simply because they
don't -- they don't have the time to experience
a five or ten percent move.

For example, in that time frame in
February, a -- in fact, what actually occurred
during this week was a three-sigma move, and it
was two and a half percent.

So -- so during that period of time, I
will look at OptionVue, but I'm essentially
looking at the expiration graph and making my
decisions on a very short term day-to-day time
frame on nearby expiring options.

Q So were you not looking at OptionVue

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1 A I recall noticing where my breakeven 2 point was on those expiring options, and if I

3 recall correctly, I used that as kind of a

4 trigger point in addition to the risk management 5 metrics in terms of when I would need to adjust

6 those positions.

7 Q Okay. What was OptionVue telling you 8 during that period about what would happen to 9 the value of the portfolio -- strike that.

10 OptionVue would -- part of the 11 OptionVue graph would tell you -- sorry. Let me 12 take a third stab at this.

The X axis of the OptionVue graph is

14 movement in the S&P, right?

15 A Yes.

16 Q And so in the middle of that X axis 17 is -- represents a zero percent move in the S&P,

18 correct?

19 A Well, it's not necessarily centered 20 there, but current market price.

21 Q Current market price is -- is in the

22 middle of the X axis?

A Again, not always. That's why I just say it's current market price.

25 Q And -- and then the X axis -- the

And the metrics I use -- and they have a foundation in statistical process control. I recall from my testimony prior that the eight percent number is not a stop loss. It's a process output based on managing --

Q That's not relative to my question.
I'm just asking whether you tried to
manage the fund to limit drawdowns to eight
percent.

10 A And I think it's very relevant, and so 11 if -- I'll finish my response.

The way I did that was to use the
existing risk framework in -- under the
principles of statistical process control by
which I managed the process parameters, and the
output ends up being what I want it to be, and
that has been proven over years of history.

So as a result, we are trying out a 19 delta situation.

20 I'm sticking to the risk metrics that
21 I know have been successful for me, managing
22 against those, managing the portfolio against an
23 expiration time horizon, as I always have, so
24 being consistent in applying my process both on
25 a risk side and a portfolio management side and

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1 Q Okay. And as you said on the call, 2 the unacceptable loss would be something greater 3 than eight percent?

4 A Yes.

5 Q And so were you paying attention to 6 that -- what that primary tool was telling you 7 on February 8th of 2017?

8 A As I mentioned, the way my process 9 works in managing the portfolio is once we get 10 near to expiration, I manage the options against 11 their expiration curve, so to speak, coming into 12 expiration, as I have always done.

13 Q Were you paying attention to what 14 OptionVue, your primary tool, was telling you on 15 February 8th?

A Yes. It told me the breakeven point
for the options that were coming into
expiration, and that's the information I need to
then make an assessment and a judgment about
when and how to adjust, supplemented by the risk
parameters which, if go -- if they go counter to
my adjustment or my judgment, they alert me to
make -- to take action.

Q Was OptionVue capable of telling you 25 what would happen to the fund's portfolio if the

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1 expecting that I will get the results I have in 2 the past.

3 Q On the call we listened to earlier,

4 you told the advisors that the goal in

5 everything you do is to keep your drawdown to

6 eight percent, right?

7 A That is correct.

8 Q And in describing how you actually do 9 that, you described OptionVue, correct?

10 A Yes.

11 Q Okay. So --

12 A Well, let me -- let me --

13 Q Were you not --

14 A On that call I described OptionVue as

15 a tool I use to make projections on how market 16 moves, volatility, I mentioned on the call, how

17 new positions, position adjustments, how they

18 all impact the potential future performance of

19 the fund. That's how I use OptionVue.

20 Q You explained your use of OptionVue to 21 advisors as a way to explain to them how you try

22 to limit losses to eight percent, right?23 A Yes. It's the primary tool I use to

24 be forward looking about what sort of

25 circumstances might create an unacceptable loss.

1 S&P rose one percent on February 9th?

2 A Yes.

3 Q Were you paying attention to what

4 OptionVue was telling you in that regard?

5 A On February 9th, I don't recall if 6 that's a day I looked at it.

7 As I said, repeatedly, coming into 8 expiration, I looked at the expiration graph.

9 That has always been the process. And in this 10 case I knew where the breakeven was for the

11 February positions.

12 Q But OptionVue would be the primary 13 tool that would tell you what would happen to 14 the fund if the S&P went up one percent?

15 A Yes.

16 Q I want to turn your attention to

17 Exhibit 6A and 6B. In particular 6B.

18 A Okay.

19 Q This is the trade confirm for your

20 trades on February 9th, correct?

21 A Yes.

22 Q These calls that are at -- and it only

23 reflects trading calls that are at strikes of

24 2340, 2345, and 2350, right?

25 A Yes.

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1 Q You looked at the OptionVue breakeven

2 graph for particular options?

3 A For the nearby expiration series.

4 Q Okay. But your -- your February third 5 week call options were already out of the money, 6 right?

7 A Some call options were in the money.8 Some were out of the money.

9 Q So some of them were past breakeven, 10 right?

A Well, again, I looked at the entire
expiration series, in other words, the sum total
of options expiring the third week of February.

14 Q Okay. And so did that -- did
15 looking -- but the breakeven for a particular
16 series of options does not tell you what's going
17 to happen to the overall portfolio, right?

18 A No.

19 Q Okay. So my question is: What steps
20 were you taking to make sure the overall
21 portfolio didn't decrease several more
22 percentage points?

23 A So in -- in -- I mean, the short 24 answer is just to refer to CFTC Exhibit 7.

25 Q Okay.

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1 A The trades I did on -- on February 2 10th were, in my judgment, the appropriate

3 actions to take, looking at all the indicators

4 that I look at, nearby expiration, risk metrics,

5 my current informed market view, or my judgment

6 informed by my market view. These are the

7 actions that I felt were appropriate. And,

8 again, consistency is the most important thing,

9 consistent with judgments I made in the past in 10 similar situations.

11 Q Okay. On February 10th, do you recall 12 looking at an OptionVue graph that represented 13 the performance of the whole portfolio?

14 A I don't recall if I did or did not 15 that day.

16 Q If you had looked at an OptionVue17 graph representing the performance of the

18 overall portfolio on February 10th and that

19 graph showed you that a one-percent move up in

20 the S&P would lead to greater than a

21 three-percent decline in the portfolio, what

22 would you have done?

23 A I can't speculate on what -- what I 24 would have done. I just know that I don't

25 recall looking at it.

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1 Q You don't recall looking at a picture

2 that represented the performance of the whole

3 portfolio on February 10th?

A On that particular day, I don't recall 5 if I did or didn't.

6 Q Was there any other tool available to 7 you besides OptionVue that would have -- that 8 could have evaluated the portfolio performance 9 relative to the performance of the underlying 10 S&P?

11 A None that I was comfortable using,
12 which goes to my concern with consistency over
13 time. In other words, I am reluctant to abandon

14 successful operating procedures and -- and

15 successful metrics in favor of things I was16 unfamiliar with.

17 So the short answer is OptionVue is 18 what I would use. In this case, I understood 19 what it was telling me. Didn't need to look at 20 it every day.

21 Q I'm going to give you a document 22 marked CFTC Exhibit 12?

23 (CFTC Exhibit No. 12 was 24 marked for identification.)

25 BY MR. WASSERMAN:

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1 Q Mr. Walczak, do you recognize the 2 document marked CFTC Exhibit 12?

A Yes.

3

4 Q It's an exposure summary from Mike 5 Schoonover, correct?

6 A Yes.

7 Q And more specifically, it appears to 8 be from February 13th, 2017, correct?

9 A Yes.

10 Q And you'll -- you'll see that it

11 reflects that, on February 10th, the actual

12 decline -- or sorry -- the predicted decline to

13 the fund based on the delta of -- of negative

14 625 was negative 2.23, right?

15 A Yes.

16 Q And that the actual decline in the

17 fund on February 10th was negative 2.48, right?

18 A Yes.

19 Q So sitting here today -- well, one

20 more question before I ask that.21 And on February 10th, the

And on February 10th, the delta reflected on -- on this exhibit is negative

23 6.61, correct?

24 A Yes.

25 Q Higher than it had been the previous

Page 678 1 on market action and my judgment about the 2 portfolio's position.

3 Q Okay. When do you start to take --4 at -- at what level of drawdown do you start to 5 get more aggressive in managing risk?

A There isn't a specific level other 6 7 than those annotated in the risk matric --8 matrix. Other than that, it's simply my judgment

9 about -- but again, we're -- we're trying to

10 manage a process that naturally oscillates and

11 oscillates -- oscillations are reflected by

12 drawdowns. It naturally oscillates within,

13 hopefully, a control band of eight percent so

14 that I use judgment about where we are in that

15 band, being careful not to violate the process

16 control tenants that I use.

17 Q And just to clarify one piece of your 18 answer, you referred to the risk metrics. Are 19 you specifically referring to the risk metric --20 the -- the --

21 MR. WASSERMAN: Jake, what exhibit is

22 that?

23 MR. SCHMIDT: This one?

24 MR. WASSERMAN: No. The one sitting

25 on top of your pile.

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- MR. SCHMIDT: 41. 1
- 2 THE WITNESS: Yes.
- 3 BY MR. WASSERMAN:
- 4 Q Specifically, to the change in NAV per share month risk metric?
- A That's the only one that reflects a 6 7 risk metric around drawdowns.
- Q Okay. And so according -- so is it 8
- 9 your testimony that you start to get more
- 10 aggressive in managing risk when that risk
- 11 metric is triggered?
- 12 A When any of the risk metrics are
- 13 triggered, we naturally -- I naturally get very
- 14 aggressive in -- in managing the risk.
- Q Is there any other risk metric that 15 16 you look at besides the ones in Exhibit -- in
- 17 CFTC Exhibit 41 that cause you to become more
- 18 aggressive in managing risk?
- A There are times when I look at the 19
- 20 OptionVue portfolio and decide that even though
- 21 no risk metric is triggered that I should make
- 22 a -- an adjustment of some sort.
- Q Finally, Mr. Walczak, taking you back 23
- 24 to -- to the period in early February of 2017
- 25 and, specifically, the February 1st to February

1 10th time frame. At any point in that time

- 2 frame, did you believe that a one-percent
- 3 increase in the S&P was likely to result in the

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- 4 fund crossing that eight-percent drawdown
- 5 threshold?

6 A Again, I don't manage specifically to

7 an eight-percent drawdown threshold. So I am

8 not considering whether we're going to cross 9 that threshold or not because, again, it's not

10 something I'm managing to specifically.

What I'm managing to is the process 11 12 control parameters that over a very long period

13 of time have demonstrated their ability to

14 control drawdowns to roughly eight percent.

MR. WASSERMAN: Okay. Thank you. And 15 16 thank you again for your testimony.

THE WITNESS: Sure. Thank you. 17

BY MR. SCHMIDT:

19 Q Okay. I'm handing you what's been 20 marked as SEC Exhibit 66. So this is February

15, 2017, correct?

22 (SEC Exhibit No. 66 was 23

marked for identification.)

BY MR. SCHMIDT: 24

25 Q Mr. Walczak?

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A Yes. 1

- 2 Q Sorry. It's just got to be audible
- 3 for her to take it down.
- A Yes. Sorry. 4
- Q And this is after some significant 5
- 6 declines in the fund, correct?
- 7 A Yes.
- 8 Q Okay. And so I'm particularly
- 9 interested in your e-mail which you say, "We are
- 10 propping the market up. In addition to J.J.'s
- 11 color from the floor, I am receiving texts
- 12 saying, 'You are all over Twitter today as the
- 13 reason this market keeps moving higher.' We'll
- 14 need to revisit our risk mitigation strategy on
- 15 our call this afternoon. I asked J.J. to join
- 16 the call to provide some color on execution."
 - Do you see that?
- 17
- 18 A Yes.
- 19 Q Okay. What do you mean -- what did
- 20 you mean when you said, "We are propping the 21 market up"?
- 22 A Best I can recall, I -- I felt as
- 23 though the publicity that had surrounded this
- 24 particular week -- there were some articles
- 25 that -- I think it was a Wall Street Journal

Page 682 Page 684 1 article -- there was some publicity that 1 Q Do you recognize this document? 2 suggested a large fund was buying back calls. 2 A This was a -- I was asked to provide a 3 And by doing that, there's a -- there's a 3 commentary on the fund's performance during this 4 potential for -- although, actually, I think 4 period of time, and this was my first draft. 5 J.J. told us that afternoon that -- that it was 5 Q Okay. So the answer to the question 6 a temporary phenomenon around a particular 6 is you do recognize it? 7 execution, but I -- we were concerned about the 7 A Yes. I'm sorry. Yes. 8 attention we were getting and whether or not Q It's okay. It's just a lawyer thing. 8 9 that was influencing market behavior. 9 I need to know that you know what you're talking Q Specifically, you were worried about 10 10 about? 11 whether it was having a negative impact on 11 A Yes, yes. 12 execution quality, correct? 12 Q Okay. So you were asked to provide A Yes, that's correct. 13 this written commentary. You did. You sent it 13 14 Q Okay. And that's the reference to 14 to Catalyst New York, correct? A Yes. 15 asking J.J. to provide some more color on 15 16 execution? 16 Q Including Mr. Schoonover and Mr. 17 A Yes. 17 Szilagyi? Q Okay. And the reason being, I think, A Yes. 18 18 19 is what you alluded to much, much earlier, which 19 Q Okay. So at some point, this document 20 is that, if people know that a large player has 20 was edited by people in New York and then sent 21 to get out of certain positions, they could use 21 out? 22 that information to demand higher prices, 22 Α That's correct. 23 knowing that you have to get out, if you have to 23 Q Okay. And SEC 70 is what was actually 24 get out and you have to pay whatever they're 24 sent out, correct? 25 going to demand you pay? 25 (SEC Exhibit No. 70 was Page 683 Page 685 marked for identification.) 1 A Yes. 1 2 Q Right? That's the concern? 2 BY MR. SCHMIDT: Q You can see there's a whole list of 3 A Yes. 3 4 financial advisors that get --4 Q Okay. All right. A Sure. So. Right. 5 MR. BENSON: Mr. Szilagyi, we talked 5 Q So really, it's the -- let's see, 1, 6 about --6 THE WITNESS: Wow. 7 2, 3 -- the fourth page of Exhibit 70 that 7 8 starts with a Catalyst fund logo at the top, and 8 MR. BENSON: I'm sorry. 9 the title is, "Catalyst Hedged Futures Strategy

9 THE WITNESS: Wow. MR. BENSON: I'm sorry. I was reading 10 11 a document called -- we aren't going that long. 12 Sorry. 13 THE WITNESS: Man. Did I -- did I --14 maybe I must have done something --15 MR. ZILIAK: In the next interview. 16 MR. BENSON: No. We're -- you'll see 17 that I'm reading it out of the -- Mr. Szilagyi. 18 I don't have anything for Mr. Szilagyi today. You go, Jake. Sorry. 19 BY MR. SCHMIDT: 20 Q Okay. I'm showing you what's been 21

10 Fund Update: February 14, 2017"? A Yes. 11 12 Q Which is basically your e-mail or the 13 start of your e-mail. That's what it 14 corresponds to? 15 A Yes. 16 Q Do you agree with me? A Oh, you're -- you're asking if it 17 18 corresponds to --Q Yeah. I'm asking if your draft, 19 20 right, or whatever e-mail your -- your language 21 you're sending, some form of it eventually ends 22 up in this communication that's sent out to 23 investment advisors? 24 A Yes. 25 Okay. So look back --

BY MR. SCHMIDT:

(SEC Exhibit No. 67 was

marked for identification.)

22 marked now as 67.

23

24